

Message Text

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ACTION IO-11

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FM AMEMBASSY VIENNA

TO SECSTATE WASHDC PRIORITY 7700

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AMEMBASSY LAGOS

LIMITED OFFICIAL USE VIENNA 0835

E.O. 11652: N/A

TAGS: UNIDO, EIND, BTIO, NI

SUBJECT: UNIDO-US COMPANY INTEREST IN IBRD/UNIDO NIGERIAN
SMALL INDUSTRIES PROJECT

REF: A. STATE 24670, B. 75 VIENNA 8705

1. FRANK L. TURNER, INDUSTRIAL PROJECTS MANAGER FOR
CHECCHI AND COMPANY, WASHINGTON, D.C., CALLED ON
MISSION YESTERDAY TO ACQUAINT US WITH CHECCHI'S INTEREST
IN OBTAINING UNIDO CONTRACT FOR TECHNICAL ASSISTANCE
COMPONENT OF MAJOR IBRD/UNIDO PROJECT IN
NIGERIA LOOKING TO BROAD DEVELOPMENT OF SMALL-SCALE
INDUSTRIES. TURNER HAD JUST RETURNED FROM VISIT TO
LAGOS FOR PURPOSE OF EXPLAINING CHECCHI'S CAPABILITIES
IN THIS FIELD TO NIGERIAN OFFICIALS AND WAS ENROUTE
TO WASHINGTON.

2. PROJECT, WHICH DEVELOPED IN IBRD'S INDUSTRIAL PROJECTS
DEPARTMENT BY CARL GODEREZ, WILL, ACCORDING TO TURNER,
HAVE UNIDO RESPONSIBLE FOR EXECUTING THE TECHNICAL
ASSISTANCE ASPECTS OF THE OPERATION. UNIDO IN TURN
INTENDS TO CONTRACT OUT THIS PART OF THE PROJECT TO
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A CONSULTING FIRM. TURNER ESTIMATED VALUE OF THE

SUB-CONTRACT AS IN THE NEIGHBORHOOD OF \$1 MILLION, INITIALLY INVOLVING A FIVE-MAN TEAM TO WORK IN NIGERIA FOR A TWO-YEAR PERIOD. THUS FAR FIVE COMPANIES ARE REPORTED TO BE BIDDING OF WHICH TWO, INCLUDING CHECCHI, ARE AMERICAN. DECISION ON CONTRACT AWARD WILL APPARENTLY INVOLVE NOT ONLY UNIDO, BUT ALSO IBRD AND NIGERIAN GOVT. TURNER SAID THAT PROJECT ALSO INCLUDES LARGE SUPPLY COMPONENT (ESTIMATED BY HIM AS BETWEEN \$30-50 MILLION) CONTRACTS FOR WHICH WILL PRESUMABLY BE LET BY IBRD.

3. WE NOTED MISSION'S INTEREST IN AWARDS OF UNIDO CONTRACTS AND OUT INTENTION TO FOLLOW THIS ONE CLOSELY, GIVEN INTER ALIA THE IMPORTANCE OF THE PROJECT AND THE EXTENDED WORKING RELATIONSHIPS WHICH WOULD BE ESTABLISHED WITH NIGERIA UNDER THE CONTRACT. TURNER SAID HE ALSO HOPED TO TOUCH BASE WITH IO/CMD UPON HIS RETURN TO WASHINGTON. COPY OF PROJECT DOCUMENT CAN PERHAPS BE OBTAINED FROM CARL GODEREZ IF NOT ALREADY AVAILABLE TO DEPT/AID.

4. SUBSEQUENT TO CONVERSATION WITH TURNER WE LEARNED FOLLOWING FROM UNIDO STAFF MEMBER: QUESTION OF WHETHER UNIDO WILL BE ASSIGNED EXECUTING AGENCY ROLE FOR TA COMPONENT OF PROJECT NOT COMPLETELY SETTLED BETWEEN IBRD AND UNIDO. PROSPECTIVE UNIDO SUB-CONTRACT TO COVER INTER ALIA 36-MAN YEARS OF CONSULTING SERVICES ESTIMATED AT \$8 MILLION (STAFF MEMBER DESCRIBED IT AS BIGGEST THING EVER TO HIT TEPKO). IN ADDITION PROJECT CALLS FOR SOME \$140 MILLION OF PROCUREMENT PROBABLY BY WORLD BANK. UNIDO HAS INVITED A NUMBER OF FIRMS TO EXPRESS INTEREST IN THE PROJECT, INCLUDING FOLLOWING US FIRMS: CHECCHI AND COMPANY, A.D. LITTLE, SANDERSON AND PORTER, AND BATTELLE INSTITUTE. IN VIEW OF FACT THAT NEGOTIATION BETWEEN UNIDO AND WORLD BANK NOT YET FINALIZED, APPROACH TO CONSULTING FIRMS HAS SO FAR BEEN ON INFORMAL BASIS. STIBRAVY

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